

## Message Text

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PAGE 01 ABU DH 00408 240705Z

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ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 W

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R 240553Z FEB 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2612

INFO AMEMBASSY SANA'A

UNCLAS ABU DHABI 0408

E.O. 11652: N/A

TAGS: BTIO, TC, YE

SUBJ: WATER PUMPS FOR YEMEN

REF: (A) ABU DHABI 61 (B) SANA'A 51 (C) SANA'A 373 (D) STATE 37666

1. YEMEN PUMPS MATTER HAS BECOME COMPLEX. APPROXIMATELY FIFTEEN BIDS SUBMITTED TO AL-AIN MUNICIPALITY 1000 HOURS FEBRUARY 15. BIDS WERE NOT UNIFORM, AND MANY COMPANIES BID ONLY ON SECTIONS OF THE CONTRACT, OR OFFERED SUPPLY PUMPS WITHOUT ENGINES OR ENGINES WITHOUT PUMPS.

2. FACED WITH THIS DILEMMA, ABU DHABI DEPARTMENT OF MUNICIPALITIES AND AGRICULTURE HAS RESPONDED IN TYPICAL FASHION BY FORMING COMMITTEE TO STUDY AND EVALUATE ALL BIDS. DEPARTMENT ENGINEER ESTIMATES COMMITTEE'S WORK WILL TAKE AT LEAST TWO WEEKS.

3. U.S. COMPANIES BIDDING INCLUDED INGERSOLFARAND AND WORTHINGTON INTERNATIONAL. ALTHOUGH WORTHINGTON REP SAID ALL U.S. BIDS WERE HIGH, QUALITATIVE VARIATION AMONG BIDDERS HAS MADE DIRECT PRICE COMPARISON IMPOSSIBLE. EMBASSY UNABLE OBTAIN FULL BID RESULTS SINCE THEIR COMPLEXITY PREVENTS THEM FROM BEING READ OVER TELEPHONE AND BUDGET RESTRICTIONS PREVENT US FROM GOING TO AL-AIN TO EXAMINE COMPLETE RESULTS OF TENDER OPENING.

4. CONFUSION OVER LOCATION BID OPENING RESULTED IN ALLIS CHALMERS' BID BEING REJECTED BECAUSE OF LATE UNCLASSIFIED

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SUBMISSION. EMBASSY HAD REPORTED IN JANUARY (REF A)

THAT BIDS SHOULD BE SUBMITTED TO SHAIKH TAHNOUN'S OFFICE IN AL-AIN. OUR FIRST INFORMATION THAT CONFUSION EXISTED WAS RECEIVED AM FEBRUARY 15 FROM SANA VIA REF C. ON RECEIPT REF C, EMBASSY IMMEDIATELY RECHECKED AND FOUND INFO REF A WAS ACCURATE.

5. ALLIS CHALMERS REP BRAUNHEIM WAS APPARENTLY ADVISED TO SUBMIT BID TO YEMEN EMBASSY IN ABU DHABI, AND NEVER INQUIRED LOCALLY ABOUT TENDER OPENING LOCATION. HE FINALLY ARRIVED AT THE AL-AIN MUNICIPALITY TWO HOURS LATE, AND TENDER COMMITTEE REFUSED ACCEPT HIS BID. THE NEXT DAY HE APPEALED DIRECTLY TO SHAIKH TAHNOUN, CHAIRMAN OF ABU DHABI MUNICIPALITIES DEPARTMENT, BUT TAHNOUN REFUSED TO REVERSE COMMITTEE'S UNANIMOUS DECISION.

6. COMMENT: BOTH ABU DHABI AND SANA REPORTED TENDER (REFS A AND B, BOTH ACTION USDOC) APPROXIMATELY SAME TIME WITH ONLY DIFFERENCE IN ITEM 6. IF DIFFERENCE CONSIDERED IMPORTANT AT THAT TIME, EMBASSY WOULD HAVE GLADLY CONFIRMED LOCATION. HOWEVER, STATEMENT IN PARA 3 REF D ABOUT QUOTE LAST MINUTE CHANGES UNQUOTE IMPLIES REF A NEVER READ. WE ALSO NOTE THAT ALLIS CHALMERS ONLY BIDDING U.S. FIRM WITH WRONG INFORMATION ABOUT TENDER LOCATION. WE SUSPECT THIS MISINFORMATION RESULT OF THEIR DEPENDENCE ON EXCLUSIVELY YEMENI REPRESENTATION WITHOUT UAE CONNECTIONS.

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